



How I made Rs
18,90,000 with my
advanced program

#1

Profitable Niche Selection

#2

Product Idea Validation

#3

Idea to Existence

#4

Lead Magnet Creation

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Traffic Generation

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Lead Nurturing

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Webinar Close

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Sell

#9

Onboarding

How I made Rs 18,90,000 with my advanced program

1. #1

1.1. Profitable Niche Selection

1.1.1. Be a specialist not generalist

1.1.1.1. Choose a Micro Niche

1.1.2. Identify the burning problems

1.1.2.1. Can they solve those problems?

1.1.2.2. Can you help them solve those problem?

2. #2

2.1. Product Idea Validation

2.1.1. Will people buy your product???

2.1.2. Build a community on Facebook

2.1.2.1. Attract audience in that Niche

2.1.2.2. Provide value

2.1.3. Validate your product idea

2.1.3.1. 121 discovery call with at least 5 people

2.1.3.2. Raise a poll

2.1.4. Goal of Validation

2.1.4.1. Sell your product idea before existence

3. #3

3.1. Idea to Existence

3.1.1. Creating your course / program

3.1.1.1. List down the burning problems

3.1.1.2. List down the solutions that solve those problems

3.1.1.3. Prepare Mindmaps or powerpoint slides

3.1.1.4. Include practical examples & case studies

3.1.2. Shoot, record and edit your course

4. #4

4.1. Lead Magnet Creation

4.1.1. Create a FREEBIE that can solve a portion of your audience problem

4.1.1.1. Tell them what they need to do

4.1.1.2. Put you 100% on LM creation

4.1.2. Free mini course, Free E-book, Free webinar and so on.

4.1.3. Build a landing page

4.1.3.1. WordPress

4.1.3.2. Landing Page Builder

4.1.3.2.1. Lead Pages

4.1.3.2.2. Unbounce

4.1.4. Build an email automation to provide your lead magnet

4.1.4.1. Convertkit

4.1.4.2. Flodesk

4.1.4.3. Mailchimp

5. #5

5.1. Traffic Generation

5.1.1. Organic

5.1.1.1. Create social media profile

5.1.1.2. Create contents that covers their queries

5.1.1.3. CTA to your lead magnet

5.1.2. Paid

5.1.2.1. Run ads on Facebook & Google

5.1.2.2. Send traffic to your lead magnet

5.1.3. Goal is to send traffic to LM

6. #6

6.1. Lead Nurturing

6.1.1. Build an email list of your leads

6.1.2. Send them to a community for more interaction

6.1.2.1. Facebook Group

6.1.2.2. WhatsApp / Telegram Group

6.1.3. Build trust, don't sell

6.1.3.1. Create more contents and provide more value

7. #7

7.1. Webinar Close

7.1.1. Make them register the webinar

7.1.1.1. Organic

7.1.1.1.1. Blast emails to join the webinar

7.1.1.2. Paid

7.1.1.2.1. Run Facebook or Google Ads

7.1.2. Host a 90 minute webinar

7.1.2.1. Sell yourself first

7.1.2.2. Add salt to their wound

7.1.2.2.1. Talk about those crippling burning problems that they are facing

7.1.2.3. Give bandage

7.1.2.3.1. Tell them about the solutions that can solve those problems

8. #8

8.1. Sell

8.1.1. Time for TREATMENT

8.1.1.1. 60 mins value proposition

8.1.1.2. 30 mins sales pitch

8.1.2. Finally SELL

8.1.2.1. Give them an irresistible offer

9. #9

9.1. Onboarding

9.1.1. Welcome onboarding webinar